To: 6910 - St. Louis ROU (PETERSA), 6900 - St. Louis Region (VOREMBL),
6610 - Denver ROU, 6600 - Denver Region, 6310 - Minneapolis ROU (OBERGM),
6210 - Chicago ROU, 6200 - Chicago Region, 5610 - Seattle ROU (SCOTTS),
5600 - Seattle Region (UNDERDK), 2210 - Atlanta ROU, 2200 - Atlanta Region,
2110 - Winston-Salem ROU, 2100 - Winston-Salem Region,
1810 - Cinncinati ROU (WEBSTES), 1740 - Pittsburgh Chain, 1710 - Pittsburgh ROU,
1700 - Pittsburgh Region, 1610 - Buffalo ROU (BRZEZIE),
1600 - Buffalo Region (BRZEZIE), 1240 - New York Chain (RHODEF),
1210 - New York ROU (ALVICHA), 1200 - New York Region (SCULLYA),
1110 - Boston ROU (PROVENL), 1100 - Boston Chain (KERSHON)
From: DDA:MSMAIL=rjrws/rjrpo4/broomk; O=rjrem; P=wsx400; A=rjr; C=us
Posted: 12/12/95 14:55
Opened: 12/12/95 14:55
Subject: WAM Contract Needs

TO: ROU's
This is a very important document, please distribute to all Account Managers listed ASAP who do not have a direct E-mail address. Thank you.
[[12081BS.DOC : 2354 in 12081BS.DOC]]

Sales		Retail	
1221		1222	
1222		1223	
1223		1226	
1224		1229	
1225		ROM	
1226		PC	SC
1229		MC	PA
1240	L.W.		
1244		RSM	RBM

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December 12, 1995

TO: ALL W.A.M. DISTIRBUTOR RJR RSM's & ACCT. MANAGERS

RE: **W.A.M. DISTRIBUTOR CONTACT NEEDS**

Attached is a document that outlines "Meeting Objectives", original rationale for the WAM Test and why we have formally cancelled the WAM 10¢ Accrual portion of the program.

Our objective is to immediately contact each of the W.A.M. distributors with the RJR RSM and Account Managers present. Home Office personnel will also be attending selected meetings. The plan is as follows:

Distributor	Regional Manager/Home Office	Account Manager
Pine State	Larry Schreiber, Bryan Stockdale, R. Kane	E. Venooker
Minter-Weisman	Larry Schreiber, Bryan Stockdale, T. Renehan	G. Palmer
C. M. Sledd	Bruce Hatter, Scott Steen, P. Schmidt	T. Varde
Axton	Bruce Hatter, Scott Steen, L. T. Poole	D. Murley
Hagmans - Bill/Ken	Bruce Hatter, Scott Steen, D. Garrison	D. Brendel
Cash WA Dist.	Bruce Hatter, Scott Steen, D. Garrison	S. Meyers
City Wholesale	J. Best, B. Rissler	Bo Wass
Southco	Wayne Tucker	Julie Sanders
MarMax - Rockland	S. Karambelas	P. Stromgren
MarMax - Des Moines	S. Karambelas	K. Claxton
City Sales, Inc.	S. Karambelas	S. Pagane
Cooper-Booth	P. Schmidt	C. Moser
A. E. Wease Dist.	C. Van Horn-Dern	N. Peterson
Gem State - Pocatello	G. Haisch	D. Stewart
Gem State - Albuquerque	D. Garrison	M. Moore
Mountain Service	R. Farmer	R. Tanchyk
Peter Dennis	M. Young	L. Wolfe
Gummer Wholesale	L. Poole	N. McCleary

Please advise Larry Schreiber, with a copy to your AVP, the results of your discussions. Hopefully, we will have your response by the week of December 18, 1995.

Thank you for your cooperation.

Jim

J. V. Maguire

12081bs.doc
Attachment

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